

**261—72.2 (78GA,ch197) Definitions.**

*“Department”* means Iowa department of economic development.

*“Division”* means the international division of the department.

*“Exporter”* means a person or business that sells one of the following outside of the United States:

- A manufactured product.
- A value-added product.
- An agricultural product.
- A service.

*“Sales representative”* means a contracted representative of an Iowa firm with the authority to consummate a sales transaction.

*“Trade mission”* means a mission event led by the Iowa department of economic development or designated representative. Qualified trade missions must include each of the following:

- Advanced operational and logistical planning.
- Advanced scheduling of individualized appointments with prequalified prospects interested in participants’ product or service being offered.
- Background information on individual prospects prior to appointments.

Trade missions may also include:

- In-depth briefings on market requirements and business practices for targeted country.
- Interpreter services.
- Development of a trade mission directory prior to the event containing individual company data regarding the Iowa company and the products being offered.
- Technical seminars delivered by the mission participants.